S
637.12
M3RM
~~JUL~~/DEC 1988
~~SEMI~~ DEC

STATE DOCUMENTS COLLECTION

JUL 24 1989

MONTANA STATE LIBRARY
1515 E. 6th AVE.
HELENA, MONTANA 59620

DEPARTMENT OF COMMERCE

STAN STEPHENS, GOVERNOR

LEE METCALF BUILDING—ROOM 50
1520 EAST SIXTH AVENUE

STATE OF MONTANA

(406) 444-2875 MILK CONTROL BUREAU

HELENA, MONTANA 59620-0512

Date: June 19, 1989

To: Milton "Swede" Olsen, Chairman; and
Members of the Board of Milk Control

From: William E. Ross, Bureau Chief, Milk Control Bureau

Re: Semi-Annual Statistical Report -- July 1 through December 31, 1988
Annual Statistical Report -- Year 1988

Enclosed is a report of milk receipts and utilization for the State of Montana. Audited figures are compiled from the ten milk plants who did business in Montana during the second half year 1988 and year 1988.

Reported figures are compiled for the producer-distributors, out-of-state distributors and import jobbers.

Our audit program on an average is current to within less than three months.

PLEASE RETURN

Montana State Library
3 0864 1006 8072 0

STATE OF MONTANA

* *

DEPARTMENT OF COMMERCE
DIVISION OF BUSINESS REGULATION
MILK CONTROL BUREAU
LEE METCALF BLDG. - Room 050
1520 EAST 6th AVENUE
HELENA, MT 59620-0512

* *

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA

* *

Semi-Annual Statistical Report
July 1, 1988 through December 31, 1988
Pages 1 - 8

Annual Statistical Report
January 1, 1988 through December 31, 1988
Pages 9-15

MILK CONTROL BUREAU

BOARD MEMBERS:

Name & Address:	DATE TERM EXPIRES:
Mr. Milton "Swede" Olsen, Chairman of the Board P.O. Box 102, Whitewater, MT 59544-0102	January 1, 1993
Mr. Mike Holland, Vice-Chairman of the Board P.O. Box 4686, Helena, MT 59604-4686	January 1, 1991
Mr. Curtis C. Cook, Member of the Board P.O. Box 408, Hamilton, MT 59840-0408	January 1, 1991
Mr. Art Drake, Member of the Board SE 594 Sunny Lane, Hamilton, MT 59840	January 1, 1993
Mrs. Dixie Hertel, Member of the Board Route 1, Box 30, Moore, MT 59464	January 1, 1993

ADMINISTRATIVE STAFF:

Bureau Chief & Executive Secretary of Board	William E. Ross
Department Legal Counsel	Geoffrey Brazier
Auditor III	Arthur McLaren
Auditor I	Roy Henry
Auditor I	Jeff Mitchell
Auditor I / Investigator	Marty Falstad
Administrative Secretary	Marlys Koontz
Statistical Clerk	Coralie Hunter

THE FOLLOWING INFORMATION IS FOR THE SECOND HALF YEAR 1988

The Montana producers information is derived from audited figures that are compiled by the auditors from the Montana Milk Control Bureau. The following prices represent payment before freight allowances from farm-to-plant were withheld:

Pounds of Milk	153,800,484
Average Weighted Test	3.53%
Producer Receipts (gross)	$19,164,284
Average Weighted Blend Price	$12.46

License Application Information:

This information was taken from license applications that were issued for the period July 1, 1988 through June 30, 1989.

10 in-state distributors or processors	11 import jobbers
25 out-of-state distributors	9 producer-distributors
63 in-state jobbers	220 producers (includes 2 producers living out-of-state)

There were 20,625 grade 'A' dairy animals in Montana which include:

In-state Montana Producers	20,000
Montana Producers living out-of-state	210
Montana Producer-Distributors	415

The 20,210 dairy animals owned by in-state Montana producers and Montana producers living out-of-state produced an average of 7,610 pounds each for this six-month period.

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA FOR SECOND HALF YEAR 1988:

**TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . .153,800,484 pounds

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	103,068,328	67.01%	2,417,554
CLASS II	18,342,236	11.93%	1,035,288
CLASS III	32,389,920	21.06%	1,983,924
TOTAL	153,800,484	100.00%	5,436,766

**TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . . . . 468,016 pounds

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	349,606	74.70%	11,678
CLASS II	---	---	---
CLASS III	118,410	25.30%	4,750
TOTAL	468,016	100.00%	16,428

*TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . .10,239,038 pounds

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	5,161,160	51.44%	313,075
CLASS II	4,485,542	42.66%	244,516
CLASS III	592,336	5.90%	118,598
TOTAL	10,239,038	100.00%	676,189

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 178,151 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	178,151	100.00%	21,831

TOTAL RECONSTITUTION (skim powder and water). . . . . 19,105 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	19,105	100.00%	---

TOTAL MILK FROM ALL SOURCES . . . . . 164,704,794 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	108,579,094	66.01%	2,742,307
CLASS II	22,827,778	13.75%	1,279,804
CLASS III	33,297,922	20.24%	2,129,103
TOTAL	164,704,794	100.00%	6,151,214

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 444,360 pounds

*NOTE: For a more complete breakdown on class I, II & III packaged and bulk IMPORTS see page 7.

**NOTE: Add together for total licensed Grade 'A' producers production in Montana distributor's plants.

SECOND HALF YEAR 1988

Following is a breakdown indicating utilization of total producer milk delivered to in-state distributors:

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Black Hills Milk Prod.	8,466,237	5,629,279	46,326	2,790,632
Clover Leaf	3,953,772	3,267,452	499,877	186,443
Country Classic	47,439,062	26,702,724	5,496,008	15,240,330
Equity	6,928,682	5,004,904	965,762	958,016
Meadow Gold - Billings	26,518,911	18,671,818	106,733	7,740,360
Meadow Gold - Gt. Falls	18,449,257	15,452,083	1,853,063	1,144,111
Meadow Gold - Kalispell	6,245,773	4,706,621	1,178,341	360,811
Meadow Gold - Missoula	24,135,301	14,189,851	7,437,330	2,508,120
Safeway	5,666,447	4,756,370	143,177	766,900
Vita Rich	5,997,042	4,687,226	615,619	694,197
TOTALS	**153,800,484**	**103,068,328**	**18,342,236**	**32,389,920**
PERCENTAGES	**100%**	**67.01%**	**11.93%**	**21.06%**

* *

Listed below are weighted average blend prices before freight (farm-to-plant) for producer milk of the 10 Montana distributors or processors based on Montana minimum prices.

DISTRIBUTOR	1st HALF YEAR 1986	2nd HALF YEAR 1986	1st HALF YEAR 1987	2nd HALF YEAR 1987	1st HALF YEAR 1988	2nd HALF YEAR 1988
Black Hills Milk	12.00	12.25	12.36	12.57	11.70	12.29
Clover Leaf	13.55	13.69	13.21	13.34	13.04	13.26
Country Classic	12.02	12.02	11.96	12.37	11.52	12.09
Equity	12.93	13.25	12.58	12.80	12.08	12.96
MG - Billings	13.15	13.32	12.38	12.50	11.71	12.39
MG - Great Falls	13.15	13.21	12.57	13.13	12.79	12.71
MG - Kalispell	12.88	13.04	12.61	13.05	12.29	12.90
MG - Missoula	12.26	11.67	12.13	12.30	11.53	12.53
Safeway	11.56	12.13	12.73	13.28	12.53	13.04
Vita Rich	13.01	13.08	12.72	13.06	12.42	12.78
WEIGHTED AVERAGE BLEND PRICES	**12.49**	**12.56**	**12.30**	**12.62**	**11.88**	**12.46**

Two out of ten distributors or processors paid blend prices over $13.00 per hundredweight in the second half year 1988, compared with one out of ten distributors or processors paying blend prices over $13.00 in the first half year 1988.

RECAP OF MILK HANDLED BY DISTRIBUTORS IN MONTANA, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS FOR THE SECOND HALF YEAR 1988:

MONTANA RECEIPTS FROM ALL SOURCES	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	667,028	16,340
Beginning Inventory - Bulk	984,539	40,560
Producer Receipts	153,800,484	5,436,766
Transfers Between Montana Plants:		
Class I Package	(1,407,029)	(27,986)
Class I Bulk	(11,923,788)	(273,482)
Class II Package	(---)	(---)
Class II Bulk	(383,526)	(33,128)
Class III Bulk	(3,145,608)	(268,067)
***Receipts other Source -Imports Into Montana:**		
Class I Package	---	---
Class I Package - Sterile	898,689	210,943
Class I Bulk	---	---
Class II Package	1,079,025	45,506
Class II Bulk	---	---
Class III Package	377,180	94,047
Class III Bulk	---	---
Class III Bulk:		
Ungraded	177,779	21,533
Butter in Ice Cream	372	298
Skim Powder & Water Reconstituted	19,105	---
Additives	444,360	---
SUBTOTAL: RECEIPTS OF MONTANA DISTRIBUTORS	158,448,561	5,865,993
PRODUCER-DISTRIBUTORS RECEIPTS	468,016	16,428
*OUT-OF-STATE DISTRIBUTORS (IMPORTS)	7,884,144	325,693
TOTAL RECEIPTS IN THE STATE OF MONTANA	166,800,721	6,208,114

*NOTE: For more complete breakdowns on Class I, II & III packaged and bulk IMPORTS see page 7.

RECAP OF CLASS I, II & III UTILIZATION OF MILK RECEIVED BY MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS AND OUT-OF-STATE DISTRIBUTORS FOR SECOND HALF YEAR 1988:

CLASS I USAGE:	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	103,504,403	2,570,968
Packaged Sales STERILE (counted in above)	(898,689)	(210,943)
Transfers Between MT Plants (counted in above):		
Packaged Sales	(1,407,239)	(27,530)
Bulk Sales	(8,130,892)	(188,589)
*Exported:		
Packaged Sales (counted in above)	(8,790,923)	(217,431)
Bulk Sales	50,076	1,431
Closing Package Inventory	939,360	21,753
SUBTOTAL: Montana Distributors Utilization	104,493,839	2,594,152
Producer-Distributors	349,606	11,678
*Out-Of-State Distributors - Pkg.	4,262,471	102,132
TOTAL CLASS I UTILIZATION	109,105,916	2,707,962

CLASS II USAGE:		
Ice Cream (frozen & mixes)	5,608,671	645,349
Cottage Cheese (all kinds)	10,476,438	88,975
Sour Cream & Dips	1,317,287	262,984
Yogurt Mix/Egg Nog	584,425	35,363
Transfers Between MT Plants (counted in above):		
Bulk Sales	(387,746)	(33,231)
*Imports into Montana - Class II packaged	1,079,025	45,506
*Exported:		
Packaged Sales (counted in above)	(1,991,670)	(118,387)
Bulk Sales	14,443	1,156
Bulk Sales - Grade 'B' Manufacturing Plants	524,047	18,860
Bulk Sales	9,091	2,640
SUBTOTAL: Montana Dist. Processing & Imports	19,613,427	1,100,833
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	3,406,517	199,010
TOTAL CLASS II UTILIZATION	23,019,944	1,299,843

CLASS III USAGE:		
Butter	696,731	262,331
Hard Cheese	557,757	19,171
Transfers Between MT Plants (counted in above):		
Bulk Sales	(6,934,382)	(352,703)
*Imports into Montana - Class III Packaged	377,180	94,047
*Exported:		
Packaged Sales (counted in above)	(746,512)	(72,709)
Bulk Sales	17,373,974	850,792
Bulk Sales - Grade 'B' Manufacturing Plants	11,360,222	773,754
Livestock Feed	91,623	2,420
Dumped	145,725	4,706
Closing Bulk Inventory	1,173,911	59,706
SUBTOTAL: Montana Dist. Processing & Imports	31,777,123	2,066,927
Producer-Distributors	118,410	4,750
*Out-of-State Distributors - Pkg.	215,156	24,551
TOTAL CLASS III UTILIZATION	32,110,689	2,096,228

TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	166,800,721	6,208,114
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	164,236,549	6,104,033
TOTAL SHRINKAGE	2,564,172	104,081

MILK IMPORTED = 10,239,038 MILK EXPORTED = 28,967,598

*NOTE: For a more complete breakdown on class I, II and III packaged & bulk IMPORTS & EXPORTS see page 7.

BREAKDOWN OF CLASS I, II & III PACKAGED & BULK IMPORTS
AND EXPORTS -- SECOND HALF 1988

IMPORTS FROM O.O.S. DISTRIBUTORS & MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	600,135	5,161,160	313,075
Bulk	---	---	---
TOTAL CLASS I IMPORTS		5,161,160	313,075
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
Ice Cream (frozen)	251,879	883,037	118,327
Ice Milk/Sherbet/Novelties	236,917	839,588	38,788
Regular Ice Cream Mix	13,881	97,257	13,013
Shake Mix/MAS/Egg Nog	63,942	452,491	19,503
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	153,981	866,138	8,488
Cottage Cheese (dry)	8,146	60,077	150
Sour Cream & Dips	113,846	113,846	22,769
Yogurt	1,172,936	1,172,936	23,459
Sour Half & Half	172	172	19
TOTAL CLASS II IMPORTS		4,485,542	244,516
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	135,183	304,162	108,160
Hard Cheese	28,797	287,970	10,367
Cream Cheese	204	204	71
TOTAL CLASS III IMPORTS		592,336	118,598
TOTAL POUNDS IMPORTED: CLASS I, II & III - Bulk & Pkg. (in milk equivalents)		10,239,038	676,189

EXPORTS BY MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	1,019,828	8,790,923	217,431
Bulk	5,809	50,076	1,431
TOTAL CLASS I EXPORTS		8,840,999	218,862
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	168	14,443	1,156
Ice Cream (frozen)	136,730	479,349	64,232
Ice Milk/Sherbet/Novelties	35,687	126,467	5,843
Regular Ice Cream Mix	9,728	68,165	9,120
Shake Mix/MAS/Egg Nog	21,835	154,523	6,660
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	177,915	1,000,773	9,808
Cottage Cheese (dry)	1,167	8,608	21
Sour Cream & Dips	109,043	109,043	21,808
Yogurt	44,742	44,742	895
Sour Half & Half	---	---	---
TOTAL CLASS II EXPORTS		2,006,113	119,543
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	2,016,741	17,373,974	850,792
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	63,713	143,352	50,976
Hard Cheese	60,310	603,100	21,712
Cream Cheese	60	60	21
TOTAL CLASS III EXPORTS		18,120,486	923,501
TOTAL POUNDS EXPORTED: CLASS I, II & III - Pkg. & Bulk (in milk equivalents)		28,967,598	1,261,906

BREAKDOWN OF TOTAL UNIT SALES OF FLUID MILK
of which 8,790,923 pounds of product and 217,431 pounds of butterfat were sold out-of-state
and 5,161,160 pounds of product and 313,075 pounds of butterfat were IMPORTED products.

PRODUCT	1/2 Pints	1/3 Quarts	Pints	Quarts	1/2 Gallon	Single Gallon	Dispenser Gallon	Product Pounds	Average B.F. Test	Butterfat Pounds
RAW MILK				2,849	25,188	14,914		242,694	3.77	9,139
HOMOGENISED MILK	2,455,456		700,083	719,831	1,852,426	1,770,564	168,509	28,261,493	3.29	929,468
CHOCOLATE MILK	384		184,006	46,523	262			299,164	3.59	10,746
CHOC LOWFAT 2% MILK	3,038,833		769,250	408,482	8,170	104,962	17,981	4,441,298	2.04	90,488
LOWFAT 2% MILK	6,782,024	105,807	11,908	909,268	4,310,813	4,089,822	278,014	61,932,474	2.00	1,241,303
LOWFAT 1% MILK				1,793	7,740	108,456		972,114	1.02	9,884
CHOCOLATE DRINK	454							245	0.44	1
BUTTERMILK	24,261			561,393	81,228	4,054	185	1,609,505	1.57	25,225
SKIM MILK	218,194			353,539	1,250,291	242,439	12,258	8,473,490	0.27	23,236
1/2 AND 1/2			584,503	115,101		952		878,856	11.24	98,826
WHIPPING CREAM	44,958		22,535	8,249	9,504	143		105,606	33.55	35,428
STERILE: Whipping Cream 30%	215,784		170,059	2,520				297,494	30.00	89,248
STERILE: Whipping Cream 40%			148,801	14,427				185,426	40.00	74,171
STERILE: Aerosol Whip 20%	6.5 oz. 6,367	14 oz. 3,384	15 oz. 7,682					12,749	20.00	2,550
STERILE: 1/2 & 1/2 10.5%	3/8 oz. 3,383,966		144,005	55,596				357,506	10.50	37,538
STERILE: Table Cream 18%			38,772					41,246	18.00	7,424
STERILE: Lactaid Milk 2%				2,376				5,120	2.00	102
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana								108,116,480		2,684,777

1988 ANNUAL REPORT

MONTANA

MILK RECEIPTS & UTILIZATION

*Note: For annual figures, refer to pages 9 through 15.

In the year 1987, licensed Montana producers sold to Montana processors 300,794,491 pounds of Grade 'A' milk at a weighted average test of 3.52%. They received a total of $37,475,696 or a weighted average blend price of $12.46 per hundredweight for all milk sold.

In the year 1988, licensed Montana producers had the following:

MONTANA PRODUCERS

Pounds of Milk	311,950,868
Average Weighted Test	3.50%
Producer receipts (gross)	$37,955,224
Average Weighted Blend Price	$12.17

Montana dairy farmers and Montana producers living out-of-state had a total of 20,335 cows which produced an average of 15,341 pounds each. In addition there were 485 dairy animals owned by producer-distributors.

Based on figures from a 1988 provisional estimate by the U.S. Census Bureau, the population of Montana for the year was 805,000. The cost to consumers for the Milk Control program (based on fluid consumption only) was $.00266 per quart. Converting all milk products used by consumers to milk equivalents (including cottage cheese, ice cream, hard cheese, and butter) the cost of the program to consumers was $.00170.

The above calculations are based on a total expenditure by this agency for the calendar year 1988 of $261,352.21.

Per capita consumption of fluid milk in Montana using the above population figures was 242.30 pounds or 112.70 quarts. Per capita consumption of all milk products was 322.53 pounds.

RECAP OF MILK RECEIPTS AND UTILIZATION IN MONTANA FOR YEAR 1988:

**TOTAL POUNDS OF GRADE 'A' MILK PRODUCED BY MONTANA PRODUCERS AND SOLD TO MONTANA PROCESSORS . . . . . 311,950,868 pounds

TOTAL UTILIZATION OF PRODUCER MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	200,707,660	64.34%	4,692,686
CLASS II	37,334,307	11.97%	2,056,272
CLASS III	73,908,901	23,69%	4,182,699
TOTAL	311,950,868	100.00%	10,931,657

**TOTAL POUNDS OF MILK PRODUCED AND SOLD BY PROD-DIST . . . . 1,026,741 pounds

TOTAL UTILIZATION OF PRODUCER-DISTRIBUTOR MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	764,143	74.42%	26,251
CLASS II	---	---	---
CLASS III	262,598	25,58%	10,514
TOTAL	1,026,741	100.00%	36,765

*TOTAL POUNDS OF GRADE 'A' MILK IMPORTED . . . . . 20,396,470 pounds

TOTAL UTILIZATION OF IMPORTED MILK:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	10,046,730	49.26%	572,700
CLASS II	9,520,893	46.68%	507,112
CLASS III	828,847	4.06%	151,326
TOTAL	20,396,470	100.00%	1,231,138

TOTAL MILK RECEIVED FROM UNGRADED SOURCES AND SWEET CREAM BUTTER FROM GRADE 'B' PLANTS . . . . . 453,971 pounds

TOTAL UTILIZATION OF UNGRADED AND SWEET CREAM BUTTER:

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	453,971	100.00%	46,609

TOTAL RECONSTITUTION (skim powder and water). . . . . 21,607 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS III	21,607	100.00%	---

TOTAL MILK FROM ALL SOURCES . . . . . 333,849,657 pounds

	PRODUCT LBS.	% OF USAGE	BUTTERFAT LBS.
CLASS I	211,518,533	63.36%	5,291,637
CLASS II	46,855,200	14.03%	2,563,384
CLASS III	75,475,924	22.61%	4,391,148
TOTAL	333,849,657	100.00%	12,246,169

TOTAL ADDITIVES USED IN MONTANA GRADE 'A' PLANTS . . . . . 904,823 pounds

*NOTE: For a more complete breakdown on class I, II & III packaged and bulk IMPORTS see page 14.

**NOTE: Add together for total licensed Grade 'A' producers production in Montana distributor's plants.

YEAR 1988

Following is a breakdown indicating utilization of total producer milk delivered to in-state distributors:

DISTRIBUTOR	TOTAL POUNDS MILK PRODUCED	POUNDS OF MILK USED CLASS I	POUNDS OF MILK USED CLASS II	POUNDS OF MILK USED CLASS III
Black Hills Milk Prod.	17,403,310	10,988,722	99,024	6,315,564
Clover Leaf	7,942,383	6,583,575	1,026,418	332,390
Country Classic	94,818,220	51,817,284	11,292,699	31,708,237
Equity	14,100,671	9,534,612	1,803,722	2,762,337
Meadow Gold - Billings	54,255,985	36,408,211	131,122	17,716,652
Meadow Gold - Gt. Falls	37,010,390	30,415,298	3,840,864	2,754,228
Meadow Gold - Kalispell	12,679,503	8,818,493	2,581,238	1,279,772
Meadow Gold - Missoula	50,099,045	27,109,768	14,946,644	8,042,633
Safeway	11,223,861	9,272,456	274,491	1,676,914
Vita Rich	12,417,500	9,759,241	1,338,085	1,320,174
TOTALS	311,950,868	200,707,660	37,334,307	73,908,901
PERCENTAGES	100%	64.34%	11.97%	23.69%

* *

Listed below are weighted average blend prices before freight (farm-to-plant) for producer milk of the ten Montana distributors or processors based on Montana minimum prices.

DISTRIBUTOR	YEAR 1984	YEAR 1985	YEAR 1986	YEAR 1987	YEAR 1988
Black Hills Milk	13.88	12.81	12.25	12.46	11.99
Clover Leaf	14.64	14.00	13.69	13.28	13.15
Country Classic	13.48	12.69	12.02	12.17	11.81
Equity Supply	14.19	13.53	13.25	12.69	12.51
MG - Billings	14.45	13.82	13.32	12.44	12.04
MG - Gt. Falls	14.44	13.77	13.31	12.84	12.75
MG - Kalispell	14.00	13.44	13.04	12.61	12.29
MG - Missoula	13.72	13.00	12.49	12.22	12.01
Safeway	13.44	12.70	12.13	12.99	12.79
Vita Rich	13.85	13.10	13.08	12.89	12.59
WEIGHTED AVERAGE BLEND PRICES	13.78	13.13	12.69	12.46	12.17

Five out of ten distributors or processors paid blend prices over $12.50 per hundredweight in the year 1988, compared with six out of ten distributors or processors paying blend prices over $12.50 in the year 1987.

RECAP OF MILK HANDLED BY DISTRIBUTORS IN MONTANA, PRODUCER-DISTRIBUTORS, AND OUT-OF-STATE DISTRIBUTORS FOR THE YEAR 1988:

MONTANA RECEIPTS FROM ALL SOURCES	PRODUCT POUNDS	BUTTERFAT POUNDS
Beginning Inventory - Packaged	855,882	21,093
Beginning Inventory - Bulk	595,422	43,267
Producer Receipts	311,950,868	10,931,657
Transfers Between Montana Plants:		
Class I Package	(2,308,814)	(41,412)
Class I Bulk	(22,887,033)	(526,103)
Class II Package	(---)	(---)
Class II Bulk	(707,041)	(58,506)
Class III Bulk	(7,126,783)	(559,257)
***Receipts other Source -Imports Into Montana:**		
Class I Package	---	---
Class I Package - Sterile	1,604,044	371,504
Class I Bulk	---	---
Class II Package	2,447,123	103,469
Class II Bulk	---	---
Class III Package	431,851	104,475
Class III Bulk	---	---
Class III Bulk:		
Ungraded	453,123	45,930
Butter in Ice Cream	848	679
Skim Powder & Water Reconstituted	21,607	---
Additives	904,823	---
SUBTOTAL: RECEIPTS OF MONTANA DISTRIBUTORS	319,265,591	11,622,074
PRODUCER-DISTRIBUTORS RECEIPTS	1,026,741	36,765
*OUT-OF-STATE DISTRIBUTORS (IMPORTS)	15,913,452	651,690
TOTAL RECEIPTS IN THE STATE OF MONTANA	336,205,784	12,310,529

*NOTE: For more complete breakdowns on class I, II & III packaged and bulk IMPORTS see page 14.

RECAP OF CLASS I, II & III UTILIZATION OF MILK RECEIVED BY MONTANA DISTRIBUTORS, PRODUCER-DISTRIBUTORS AND OUT-OF-STATE DISTRIBUTORS FOR YEAR 1988:

CLASS I USAGE:	PRODUCT POUNDS	BUTTERFAT POUNDS
Total Class I Pkg. Sales by Montana Distributors	201,877,525	4,973,620
Packaged Sales STERILE (counted in above)	(1,604,044)	(371,504)
Transfers Between MT Plants (counted in above):		
Packaged Sales	(2,308,566)	(40,923)
Bulk Sales	(15,662,030)	(360,877)
*Exported:		
Packaged Sales (counted in above)	(16,029,871)	(393,206)
Bulk Sales	110,479	3,554
Closing Package Inventory	939,360	21,753
SUBTOTAL: Montana Distributors Utilization	202,927,364	4,998,927
Producer-Distributors	764,143	26,251
*Out-Of-State Distributors - Pkg.	8,442,686	201,196
TOTAL CLASS I UTILIZATION	212,134,193	5,226,374

CLASS II USAGE:		
Ice Cream (frozen & mixes)	11,546,586	1,327,226
Cottage Cheese (all kinds)	21,709,814	184,102
Sour Cream & Dips	2,455,511	488,638
Yogurt Mix/Egg Nog	777,916	41,488
Transfers Between MT Plants (counted in above):		
Bulk Sales	(745,236)	(58,619)
*Imports into Montana - Class II packaged	2,447,123	103,469
*Exported:		
Packaged Sales (counted in above)	(3,919,265)	(243,759)
Bulk Sales	59,836	3,040
Bulk Sales - Grade 'B' Manufacturing Plants	1,068,023	38,355
Bulk Sales	12,540	3,511
SUBTOTAL: Montana Dist. Processing & Imports	40,077,349	2,189,829
Producer-Distributors	---	---
*Out-Of-State Distributors - Pkg.	7,073,770	403,643
TOTAL CLASS II UTILIZATION	47,151,119	2,593,472

CLASS III USAGE:		
Butter	1,386,952	524,388
Hard Cheese	1,568,508	53,549
Transfers Between MT Plants (counted in above):		
Bulk Sales	(14,313,689)	(724,161)
*Imports into Montana - Class III Packaged	431,851	104,475
*Exported:		
Packaged Sales (counted in above)	(5,907,323)	(379,005)
Bulk Sales	45,398,917	2,049,864
Bulk Sales - Grade 'B' Manufacturing Plants	20,567,869	1,427,711
Livestock Feed	181,355	4,823
Dumped	405,734	13,153
Closing Bulk Inventory	1,173,911	59,706
SUBTOTAL: Montana Dist. Processing & Imports	71,115,097	4,237,669
Producer-Distributors	262,598	10,514
*Out-of-State Distributors - Pkg.	396,996	46,851
TOTAL CLASS III UTILIZATION	71,774,691	4,295,034

TOTAL RECEIPTS IN STATE OF MONTANA - ALL SOURCES	336,205,784	12,310,529
TOTAL PRODUCTS ACCOUNTED FOR IN MONTANA	331,060,003	12,114,880
TOTAL SHRINKAGE	5,145,781	195,649

MILK IMPORTED = 20,396,470

MILK EXPORTED = 71,425,691

*NOTE: For a more complete breakdown on class I, II and III packaged & bulk IMPORTS & EXPORTS see page 14.

BREAKDOWN OF CLASS I, II & III PACKAGED & BULK IMPORTS
AND EXPORTS - YEAR 1988

IMPORTS FROM O.O.S. DISTRIBUTORS & MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	1,170,948	10,046,730	572,700
Bulk	---	---	---
TOTAL CLASS I IMPORTS	1,170,948	10,046,730	572,700
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
Ice Cream (frozen)	506,335	1,775,113	237,864
Ice Milk/Sherbet/Noveltiea	490,337	1,737,670	80,279
Regular Ice Cream Mix	32,207	225,660	30,194
Shake Mix/MAS/Egg Nog	158,676	1,122,888	48,396
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	323,585	1,820,159	17,837
Cottage Cheese (dry)	16,810	123,973	309
Sour Cream & Dips	210,538	210,538	42,107
Yogurt	2,504,585	2,504,585	50,092
Sour Half & Half	307	307	34
TOTAL CLASS II IMPORTS		9,520,893	507,112
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	---	---	---
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	168,687	379,546	134,966
Hard Cheese	44,871	448,710	16,153
Cream Cheese	591	591	207
TOTAL CLASS III IMPORTS		828,847	151,326
TOTAL POUNDS IMPORTED: CLASS I, II & III - Bulk & Pkg. (in milk equivalents)		20,396,470	1,231,138

EXPORTS BY MONTANA GRADE 'A' DISTRIBUTORS:

CLASS I PRODUCTS:	GALLONS	MILK EQUIVALENT OR PRODUCT LBS.	BUTTERFAT LBS.
Packaged	1,859,614	16,029,871	393,206
Bulk	12,846	110,479	3,554
TOTAL CLASS I EXPORTS		16,140,350	396,760
CLASS II PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	6,974	59,836	3,040
Ice Cream (frozen)	301,081	1,055,536	141,440
Ice Milk/Sherbet/Noveltiea	65,662	232,704	10,751
Regular Ice Cream Mix	22,938	160,730	21,504
Shake Mix/MAS/Egg Nog	31,010	219,464	9,458
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Cottage Cheese (creamed)	346,065	1,946,617	19,075
Cottage Cheese (dry)	2,503	18,468	45
Sour Cream & Dips	198,736	198,736	39,746
Yogurt	87,010	87,010	1,740
Sour Half & Half	---	---	---
TOTAL CLASS II EXPORTS		3,979,101	493,598
CLASS III PRODUCTS:	**GALLONS**	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Bulk	5,278,944	45,398,917	2,049,864
	POUNDS	**PRODUCT LBS.**	**BUTTERFAT LBS.**
Butter	231,292	520,404	185,056
Hard Cheese	538,686	5,386,859	193,928
Cream Cheese	60	60	21
TOTAL CLASS III EXPORTS		51,306,240	2,428,869
TOTAL POUNDS EXPORTED: CLASS I, II & III - Pkg. & Bulk (in milk equivalents)		71,425,691	3,319,227

BREAKDOWN OF TOTAL [illegible] SALES OF FLUID MILK
of which 16,029,871 pounds of product and [illegible],206 pounds of butterfat were sold out-of-state
and 10,046,730 pounds of product and 572,700 pounds of butterfat were IMPORTED products.

PRODUCT	1/2 Pints	1/3 Quarts	Pints	Quarts	1/2 Gallon	Single Gallon	Dispenser Gallon	Product Pounds	Average B.F. Test	Butterfat Pounds
RAW MILK				6,954	54,687	34,867		549,961	3.75	20,623
HOMOGENIZED MILK	5,084,578		1,240,501	1,351,266	3,656,297	3,501,661	328,125	55,629,958	3.28	1,825,706
CHOCOLATE MILK	384		358,310	94,903	481			591,500	3.56	21,074
CHOC LOWFAT 2% MILK	6,607,673		1,391,872	773,526	17,079	237,401	37,410	9,169,056	2.03	185,896
LOWFAT 2% MILK	14,169,211	201,698	21,963	1,688,862	8,315,654	7,982,137	530,722	120,663,025	2.00	2,418,466
LOWFAT 1% MILK				5,797	15,049	192,593		1,737,505	1.02	17,663
CHOCOLATE DRINK	582							314	0.43	1
BUTTERMILK	45,590		22	1,097,171	150,862	7,977	185	3,109,560	1.39	43,216
SKIM MILK	400,274		1	656,046	2,412,520	445,193	32,380	16,162,797	0.27	43,012
1/2 AND 1/2			1,112,201	215,110	2	1826		1,664,083	11.22	186,673
WHIPPING CREAM	79,351		40,460	16,159	18,348	712		200,879	33.38	67,052
STERILE: Whipping Cream 30%	380,814		286,234	4,179				509,855	30.13	153,612
STERILE: Whipping Cream 40%			249,268	30,223				323,264	40.00	129,304
STERILE: Aerosol Whip 20%	6.5 oz. 14,090	14 oz. 6,074	15 oz. 15,145					25,237	20.00	5,048
STERILE: 1/2 & 1/2 10.5%	3/8 oz. 6,410,605		265,748	103,816				666,502	10.50	69,982
STERILE: Table Cream 18%			71,196					75,738	18.00	13,633
STERILE: Lactaid Milk 2%				2,376				5,120	2.00	102
TOTAL CLASS I PACKAGED SALES - including IMPORTS into Montana and EXPORTS from Montana								211,084,354		5,201,063

The tables in this report are a result of audited figures taken from milk processing plant records and accurately reflect production and sales of fluid milk in Montana for the period covered.

FOR MORE INFORMATION WRITE OR CALL:

MILK CONTROL BUREAU
1520 E. 6th Avenue - Room 050
Helena, MT 59620-0512

(406) 444-2875

There were 500 copies of this public document published at an estimated cost of $0.70 per copy; a total of $347.98. This price includes $260.00 for printing and $87.98 for postage.

MONTANA DEPARTMENT OF COMMERCE
Division of Business Regulation
Milk Control Bureau
1520 E. 6th Avenue-Room 050
Helena, MT 59620-0512

BULK RATE
U.S. POSTAGE
PAID
Helena, MT 596
Permit No.83